CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

PinPoint Media, Inc (B) 1707 Osage St, Ste 103 Alexandria, VA 22302

	Contract / Rev	vision		Alt Order #	
	1778288	1		08709730	
Product					
LUTHER STRANGE SENA	T				
Contract Dates	Estimate #				
08/08/17 - 08/15/17	803				
<u>Advertiser</u>				iginal Date	/ Revision
POL/Strange, Luther/R/Se	enator/AL		C	8/10/17	/ 08/10/17
	Billing Cycle	Billing	Cal	<u>endar</u>	Cash/Trade
	EOM/EOC	EOM/EOC Broadcast			Cash
	Property	Accour	nt E	xecutive	Sales Office
	WSFA	Ryan E	dd	ins	HRP-Washingto
	Special Handling				
	Demographic				
	Adults 35+				
	Agy Code	Advert	iser	<u>Code</u>	Product 1/2
	9913865	62			78
	Agency Ref			Advertiser	Ref
	l			1	

	Start/End	Spots/	•		
*Line Ch Start Date End Date Description	Time	Days Length Week	Rate Rtn Ty	oe Spots	Amount
1 WSFA 08/11/17 08/11/17 ALABAMA LIVE @ 11A	11-1130Am	:30	N	M 1	\$30.00
Start Date End Date Weekdays Spots/Week	Rate				
Week: 08/07/17 08/13/171 1	\$30.00				
2 WSFA 08/11/17 08/11/17 ALABAMA LIVE @ 1130AM		:30	N	M 1	\$30.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	<u>Rate</u> \$30.00				
					6400.00
3 WSFA 08/11/17 08/11/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week	12-1230pm Rate	:30	· NI	M 1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	\$100.00				
4 WSFA 08/11/17 08/11/17 Judge Judy 1st Run	330-4p	:30	N	M 1	\$270.00
Start Date End Date Weekdays Spots/Week	Rate	.50		···	Q2. 0.00
Week: 08/07/17 08/13/171 1	\$270.00				
5 WSFA 08/11/17 08/11/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	N	M 1	\$60.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>				
Week: 08/07/17 08/13/171 1	\$60.00		•		
6 WSFA 08/11/17 08/11/17 Today in Alabama 530a	528am-6am	:30	Ni	M 0	\$0.00
Start Date End Date Weekdays Spots/Week	Rate				
Week: 08/07/17 08/13/171 1	\$125.00	10/amindaya Lawath	Data Tur		
Spot Ch Date Range Description 1 WSFA 08/07/17-08/13/17 Today in Alabama 530a	Start/End Time 528am-6am	Weekdays Length	<u>Rate Tyr</u> \$125.00 N		
Credited	J20aiii-0aiii	.50	\$720.00 TV	"	
7 WSFA 08/11/17 08/11/17 Today In Alabama	6a-7a	:30	N	v o	\$0.00
Start Date End Date Weekdays Spots/Week	Rate	.00	•	"	
Week: 08/07/17 08/13/171 1	\$200.00				
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate Tyr		
1 WSFA 08/07/17-08/13/17 Today In Alabama	6a-7a	F :30	\$200.00 Ni	М	
Credited				4	
8 WSFA 08/11/17 08/11/17 Entertainment Tonight	630-7p	:30	NI	M 1	\$215.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	<u>Rate</u> \$215.00				
		.00	k 11		\$115.00
9 WSFA 08/11/17 08/11/17 NBC Today Show	7-9am	:30	· NI	M 1	φ115.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

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| Contract / Revision | Alt Order # | 08709730 |

 Contract Dates
 Product
 Estimate #

 08/08/17 - 08/15/17
 LUTHER STRANGE SE 803

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	Rate Rtn TypeS	Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	<u>Rate</u> \$115.00				
10 WSFA 08/11/17 08/11/17 Dateline Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	9-10pm <u>Rate</u> \$225.00	:30	· NM	1	\$225.00
11 WSFA 08/14/17 08/14/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	10-1035pm <u>Rate</u> \$275.00	:30	NM	1	\$275.00
12 WSFA 08/14/17 08/14/17 NBC Today Show 3 Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	10-11am <u>Rate</u> \$50.00	:30	NM	1	\$50.00
13 WSFA 08/14/17 08/14/17 ALABAMA LIVE @ 11A Start Date	11-1130Am <u>Rate</u> \$30.00	:30	NM	1	\$30.00
14 WSFA 08/14/17 08/14/17 ALABAMA LIVE @ 1130AM	1130A-12P <u>Rate</u> \$30.00	:30	NM	1	\$30.00
15 WSFA 08/14/17 08/14/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	12-1230pm <u>Rate</u> \$100.00	:30	· NM	1	\$100.00
16 WSFA 08/14/17 08/14/17 Judge Judy 1st Run Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	330-4p <u>Rate</u> \$60.00	:30	NM	1	\$60.00
17 WSFA 08/14/17 08/14/17 Today in Alabama 430am Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	430-5a <u>Rate</u> \$5.00	:30	NM	1	\$5.00
18 WSFA 08/14/17 08/14/17 WSFA 12 NEWS AT 4PM Start Date	M-F 430-5P <u>Rate</u> \$75.00	:30	· NM	1	\$75.00
19 WSFA 08/14/17 08/14/17 Today in Alabama 5am <u>Start Date End Date Weekdays Spots/Week</u> Week: 08/14/17 08/20/17 1 1	5-530a <u>Rate</u> \$85.00	:30	NM	1	\$85.00
20 WSFA 08/14/17 08/14/17 WSFA 12 News at Five Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	5-530pm <u>Rate</u> \$185.00	:30	NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 08/14/17-08/20/17 WSFA 12 News at Five Credited	Start/End Time 5-530pm	Weekdays Length M::30	<u>Rate Type</u> \$185.00 NM		
21 WSFA 08/14/17 08/14/17 Today in Alabama 530a Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	528am-6am <u>Rate</u> \$100.00	:30	NM	1	\$100.00
22 WSFA 08/14/17 08/14/17 WSFA 12 News at Six - MF Start Date	6-630pm <u>Rate</u> \$350.00	:30	· NM	1	\$350.00
23 WSFA 08/14/17 08/14/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/14/17 08/20/17 1 1	6a-7a <u>Rate</u> \$175.00	:30	MM	1	\$175.00
24 WSFA 08/14/17 08/14/17 NBC Today Show	7-9am	:30	NM	1	\$115.00

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Alt Order # Contract / Revision 08709730 1778288

Estimate # **Contract Dates** <u>Product</u> 08/08/17 - 08/15/17 LUTHER STRANGE SE 803

Original Date / Revision Advertiser / 08/10/17 08/10/17 POL/Strange, Luther/R/Se

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	Rate Rtn TypeSpots	Amount
Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	<u>Rate</u> \$115.00			
25 WSFA 08/14/17 08/14/17 American Ninja Warrior Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	7-10pm <u>Rate</u> \$300.00	:30	NM 1	\$300.00
26 WSFA 08/14/17 08/14/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/14/17 08/20/17 1 1	9-10am <u>Rate</u> \$50.00	:30	NM 1	\$50.00
27 WSFA 08/12/17 08/12/17 NBC Saturday Today Show Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171- 1	6-8am <u>Rate</u> \$45.00	:30	NM 1	\$45.00
28 WSFA 08/13/17 08/13/17 WSFA 12 NEWS @ 1030P Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	S1030-11P <u>Rate</u> \$150.00	:30	NM 1	\$150.00
29 WSFA 08/13/17 08/13/17 NET NBC Sunday Today Sh Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	nc7-8a <u>Rate</u> \$45.00	:30	NM 1	\$45.00
30 WSFA 08/13/17 08/13/17 NET NBC Meet The Press Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	8-9a <u>Rate</u> \$45.00	:30	NM 1	\$45.00
31 WSFA 08/13/17 08/13/17 WSFA News Sunday AM Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	9-930a <u>Rate</u> \$20.00	:30	NM 1	\$20.00
32 WSFA 08/10/17 08/10/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	10-1035pm <u>Rate</u> \$275.00	:30	N M 1	\$275.00
33 WSFA 08/10/17 08/10/17 NBC Today Show 3 Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	10-11am <u>Rate</u> \$50.00	:30	N M 1	\$50.00
34 WSFA 08/10/17 08/10/17 Tonight Show Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	1035-1137pm <u>Rate</u> \$115.00	:30	N M 1	\$115.00
35 WSFA 08/10/17 08/10/17 ALABAMA LIVE @ 11A Start Date	11-1130Am <u>Rate</u> \$30.00	:30	NM 1	\$30.00
36 WSFA 08/10/17 08/10/17 ALABAMA LIVE @ 1130AM Start Date	1 1130A-12P <u>Rate</u> \$30.00	:30	NM 1	\$30.00
37 WSFA 08/10/17 08/10/17 Judge Judy 1st Run Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	330-4p <u>Rate</u> \$270.00	:30	NM 1	\$270.00
38 WSFA 08/10/17 08/10/17 Judge Judy 1st Run Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	330-4p <u>Rate</u> \$60.00	:30	NM 1	\$60.00
39 WSFA 08/10/17 08/10/17 WSFA 12 NEWS AT 4PM Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	M-F 4-430P <u>Rate</u> \$60.00	:30	NM 1	\$60.00
40 WSFA 08/10/17 08/10/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	NM 1	\$75.00

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| Contract / Revision | Alt Order # | 1778288 / | 08709730

 Contract Dates
 Product
 Estimate #

 08/08/17 - 08/15/17
 LUTHER STRANGE SE 803

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	* Rate Rtn 1	Tyna Snots	Amount
Start Date End Date Weekdays Spots/Week	Rate	Days Length Week	Nate Niii	ypeopols	Amount
Week: 08/07/17 08/13/171 1	\$75.00				
41 WSFA 08/10/17 08/10/17 WSFA 12 News at Five	5-530pm	:30		NM 1	\$185.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	<u>Rate</u> \$185.00				
D 42 WSFA 08/10/17 08/10/17 NBC Nightly News	530-6pm	:30		NM 0	\$0.00
43 WSFA 08/10/17 08/10/17 WSFA 12 News at Six - MF	6-630pm	:30	•	NM 0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	<u>Rate</u> \$350.00				
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	Гуре	
1 WSFA 08/07/17-08/13/17 WSFA 12 News at Six - MF		Th :30	\$350.00	NM	
Credited					
44 WSFA 08/10/17 08/10/17 Today In Alabama Start Date End Date Weekdays Spots/Week	6a-7a Rate	:30		NM 1	\$175.00
Week: 08/07/17 08/13/171 1	\$175.00		•		
45 WSFA 08/10/17 08/10/17 Entertainment Tonight	630-7p	:30		NM 0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	<u>Rate</u> \$215.00				
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	Гуре	
1 WSFA 08/07/17-08/13/17 Entertainment Tonight	630-7p	Th:30	\$215.00	NM	
Credited					
46 WSFA 08/10/17 08/10/17 NBC Today 2 Start Date End Date Weekdays Spots/Week	9-10am Rate	:30		NM 1	\$50.00
Week: 08/07/17 08/13/171 1	\$50.00		•		
47 WSFA 08/08/17 08/08/17 WSFA 12 News at Ten - MF	10-1035pm	:30		NM 1	\$275.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17 -1 1	<u>Rate</u> \$275.00				
48 WSFA 08/08/17 08/15/17 NBC Today Show 3	10-11am	:30		NM 2	\$100.00
Start Date End Date Weekdays Spots/Week	Rate	.00			*
Week: 08/07/17 08/13/17 -1 1	\$50.00				
Week: 08/14/17 08/20/17 -1 1	\$50.00	.20		NM 1	\$115.00
49 WSFA 08/08/17 08/08/17 Tonight Show Start Date End Date Weekdays Spots/Week	1035-1137pm Rate	:30		NM 1	\$115,00
Week: 08/07/17 08/13/17 -1 1	\$115.00				
50 WSFA 08/08/17 08/15/17 ALABAMA LIVE @ 11A	11-1130Am	:30		NM 2	\$60.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17 -1 1	<u>Rate</u> \$30.00				
Week: 08/14/17 08/20/17 -1 1	\$30.00				
51 WSFA 08/08/17 08/15/17 ALABAMA LIVE @ 1130AM	1130A-12P	:30		NM 2	\$60.00
Start Date	<u>Rate</u>				
Week: 08/07/17 08/13/17 -1 1 Week: 08/14/17 08/20/17 -1 1	\$30.00 \$30.00				
52 WSFA 08/08/17 08/08/17 Judge Judy 1st Run	330-4p	:30		NM 1	\$270.00
Start Date End Date Weekdays Spots/Week	Rate			1	
Week: 08/07/17 08/13/17 -1 1	\$270.00	~~			#3 DO
E 53 WSFA 08/15/17 08/15/17 NET Early Today ON Start Date End Date Weekdays Spots/Week	3-430x <u>Rate</u>	:30		NM 1	\$3.00
Week: 08/14/17 08/20/17 -1 1	\$3.00		•		

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| Contract / Revision | Alt Order # | 1778288 / | 08709730

 Contract Dates
 Product
 Estimate #

 08/08/17 - 08/15/17
 LUTHER STRANGE SE 803

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	Rate Rtn TypeSpo	ts	Amount
Start Date End Date Weekdays Spots/Week	<u>Rate</u>				
54 WSFA 08/08/17 08/08/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM	1	\$60.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -1 1	<u>Rate</u> \$60.00				
55 WSFA 08/15/17 08/15/17 Today in Alabama 430am	430-5a	:30	NM	1	\$5.00
Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 -1 1	<u>Rate</u> \$5.00				
56 WSFA 08/15/17 08/15/17 Today in Alabama 5am	5-530a	:30	NM	1	\$85.00
Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 -1 1	<u>Rate</u> \$85.00		•		
57 WSFA 08/08/17 08/08/17 WSFA 12 News at Five	5-530pm	:30	NM	1	\$185.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -1 1	<u>Rate</u> \$185.00				
58 WSFA 08/08/17 08/15/17 Today in Alabama 530a	528am-6am	:30	NM	2	\$200.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17 -1 1	<u>Rate</u> \$100.00				
Week: 08/07/17 08/13/17 -1 1 Week: 08/14/17 08/20/17 -1 1	\$100.00				
D 59 WSFA 08/08/17 08/08/17 NBC Nightly News	530-6pm	:30	NM	0	\$0.00
60 WSFA 08/08/17 08/08/17 WSFA 12 News at Six - MF		:30	NM	1	\$350.00
Start Date End Date Weekdays Spots/Week	Rate				
Week: 08/07/17 08/13/17 -1 1	\$350.00				
61 WSFA 08/08/17 08/15/17 Today In Alabama	6a-7a	:30	NM	2	\$350.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -1 1	<u>Rate</u> \$175.00				
Week: 08/14/17 08/20/17 -1 1	\$175.00				
62 WSFA 08/08/17 08/15/17 NBC Today Show	7-9am	:30	NM	2	\$230.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>				
Week: 08/07/17 08/13/17 -1 1	\$115.00				
Week: 08/14/17 08/20/17 -1 1	\$115.00				650.00
63 WSFA 08/08/17 08/08/17 NBC Today 2 Start Date End Date Weekdays Spots/Week	9-10am Rate	:30	NM	1	\$50.00
Week: 08/07/17 08/13/17 -1 1	\$50.00				
64 WSFA 08/09/17 08/09/17 ALABAMA LIVE @ 11A	11-1130Am	:30	. NM	1	\$30.00
Start Date End Date Weekdays Spots/Week	Rate				
Week: 08/07/17 08/13/171 1	\$30.00		A 18 4	4	6400.00
65 WSFA 08/09/17 08/09/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week	12-1230pm <u>Rate</u>	:30	NM	1	\$100.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	\$100.00				
66 WSFA 08/09/17 08/09/17 WSFA 12 News at Five	5-530pm	:30	NM	1	\$185.00
Start Date End Date Weekdays Spots/Week	Rate				
Week: 08/07/17 08/13/171 1	\$185.00				
67 WSFA 08/09/17 08/09/17 Today in Alabama 530a	528am-6am	:30	NM	1	\$100.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1 1	<u>Rate</u> \$100.00				
68 WSFA 08/09/17 08/09/17 WSFA 12 News at Six - MF	•	:30	NM	1	\$350.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	<u>Rate</u> \$350.00				
69 WSFA 08/09/17 08/09/17 Today In Alabama	6a-7a	:30	NM	1	\$175.00

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Print Date 08/10/17

Page 6 of 7



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

 Contract Dates
 Product
 Estimate #

 08/08/17 - 08/15/17
 LUTHER STRANGE SE 803

Advertiser

POL/Strange, Luther/R/St

Original Date / Revision
08/10/17 / 08/10/17

*Line Ch Start Date End Date Description	Start/End Time	Days	Spots/ Length Week	Rate Rtn	Type Spe	ots	Amount
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1 1	Rate \$175.00	Dayo	Longar Wook		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
70 WSFA 08/09/17 08/09/17 Entertainment Tonight Start Date End Date Weekdays Spots/Week	630-7p Rate		:30	*	NM	1	\$215.00
Week: 08/07/17 08/13/171 1 71 WSFA 08/09/17 08/09/17 NBC Today Show Start Date End Date Weekdays Spots/Week	\$215.00 7-9am Rate		:30		NM	1	\$115.00
Week: 08/07/17 08/13/171 1 72 WSFA 08/09/17 08/09/17 America's Got Talent	\$115.00 7-10pm		:30		NM	0	\$0.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1 1	Rate \$500.00		1	Dete	T		
Spot Ch Date Range Description 1 WSFA 08/07/17-08/13/17 America's Got Talent Credited	Start/End Time 7-10pm	Weekday:		• Rate \$500.00	<u>Type</u> NM		
73 WSFA 08/08/17 08/11/17 WSFA 12 News at Six - MF <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u>	<u>Rate</u>		:30		NM	1	\$350.00
Week: 08/07/17 08/13/17 -TwTF 1 74 WSFA 08/08/17 08/11/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week	\$350.00 10-1035pm Rate		:30		NM	0	\$0.00
Week: 08/07/17 08/13/17 -TwTF 1 <u>Spot Ch Date Range Description</u> 1 WSFA 08/07/17-08/13/17 WSFA 12 News at Ten - MI Credited	\$300.00 <u>Start/End Time</u> = 10-1035pm	Weekday: -TuWThF		Rate \$300.00	Type NM		
75 WSFA 08/08/17 08/11/17 NBC Today Show 3 Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -TWTF 1	10-11am <u>Rate</u> \$50.00		:30		NM	1	\$50.00
76 WSFA 08/08/17 08/11/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -T 1	12-1230pm <u>Rate</u> \$100.00		:30	4	NM	1	\$100.00
77 WSFA 08/08/17 08/11/17 ALABAMA LIVE @ 1130AM Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -TwTF 1			:30		NM	1	\$30.00
78 WSFA 08/14/17 08/15/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/14/17 08/20/17 MT 2	6a-7a <u>Rate</u> \$175.00		:30		NM	2	\$350.00
79 WSFA 08/11/17 08/11/17 Today in Alabama 530a Start Date End Date Weekdays Spots/Week	528am-6am <u>Rate</u>		:30	•	NM	1	\$100.00
Week: 08/07/17 08/13/17 F 1 80 WSFA 08/11/17 08/11/17 Today In Alabama Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 F 1	\$100.00 6a-7a <u>Rate</u> \$175.00		:30		NM	1	\$175.00
81 WSFA 08/08/17 08/08/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -T 1			:30		NM	1	\$275.00
E 82 WSFA 08/12/17 08/12/17 LBS:FOREVER YOUNG Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17S- 1	7-10pm Rate \$75.00		:30	•	NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 08/07/17-08/13/17 LBS:FOREVER YOUNG Credited	Start/End Time 7-10pm	Weekday		<u>Rate</u> \$75.00	<u>Type</u> <i>NM</i>		

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.



www.wsfa.com

Contract / Re	<u>vision</u>	Alt Order #
1778288	1	08709730

Contract Dates Estimate # Product 08/08/17 - 08/15/17 **LUTHER STRANGE SE 803**

Original Date / Revision <u>Advertiser</u> 08/10/17 / 08/10/17 POL/Strange, Luther/R/St

*Line Ch Start Date End Date Description	Start/End Time	Days Leng	Spots/ gth Week	Rate Rtn	Type S	pots	Amount
83 WSFA 08/13/17 08/13/17 WSFA 12 News at Ten - 5 Start Date			:30		NM	1	\$300.00
84 WSFA 08/10/17 08/10/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17T 1	12-1230pm <u>Rate</u> \$100.00		:30		NM	1	\$100.00
85 WSFA 08/10/17 08/10/17 RI Falcon Pre-Season Ga <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17T 1	•		:30		NM	1	\$300.00
86 WSFA 08/09/17 08/11/17 Today in Alabama 530a <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/1711 2	528am-6am <u>Rate</u> \$100.00		:30		NM	2	\$200.00
87 WSFA 08/10/17 08/10/17 RI Falcon Pre-Season Ga <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17T 1	•		:30		NM	1	\$300.00
88 WSFA 08/13/17 08/13/17 Sunday Prime Other <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17S 1	6-8p <u>Rate</u> \$200.00		:30		NM	1	\$200.00
89 WSFA 08/10/17 08/13/17 Late Night w/ Seth Meyers <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17TF 2	•		:30		NM	2	\$20.00
N 90 WSFA 08/12/17 08/12/17 Saturday Prime Other Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17S- 1	7-9pm <u>Rate</u> \$75.00		:30		NM	1	\$75.00
		Totals	0.00			89	\$11,118.00

Agency Comm. Net Amount Time Period # of Spots **Gross Amount** \$9,450.30 07/31/17 -08/15/17 89 \$11,118.00 (\$1,667.70)(\$1,667.70)\$9,450.30 Totals 89 \$11,118.00

Signature: Date:	
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(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

REP HEADLINE# 8709730 TRF# 1778288 \$\$\$ MOD# 4: UNAPPROVED REV #1 \$\$\$

FAX# 703-516-9680 -9387 AGENCY CREDIT RISK !!! HARRIS REPORT FROM REP **CHANGES** REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET

AUG10/17 11.15 *** WSFA-TV ***

ADV #	ADV.	NAME	ADV. NAME POLI/L STRANGE/R/SEN/AL	REP.#	OFF.#	SALESMAN #
AGY #	AGY.	NAME	AGY. NAME PINPOINT MEDIA	BUYER NAME DANETTE SEGROVES	ANETTE SEGRO	VES
			1707 OSAGE STREET SUITE 103	SALES PRSN WA-	A- RYAN EDDINS (H)	(H) SNI
			ALEXANDRIA, VA 22302			
ORDER #			CONTRACT # 8709730	CLASS: NATL.	LOCAL	REGIONAL
PRDCT LUTHER STRANGE SENAT	FRANG	E SEN	NAT EST#803 COMMENTS: (LINE, ORDER, INVOICE)	ICE)		***************************************
FLIGHT DATES AUG8/17 AUG15/17	38/17	AUG	315/17 WK-2			
CITY TAX	S)	STATE TAX	TAXCO-OP BILLING NEEDED		Ad	DATE_AUG10/17 11.15

M6 APPROVED TTL SAME PLS CFM THANKS REP:

STA:

**** THIS IS A CASH IN ADVANCE SCHEDULE **** CON CM

ELECTRONIC INVOICING: SPOT DATA - IDB# 1886. TV INVOICES - IDB# 9915283.

:TOTL:	:SPTS:
DAYS	
:SPTS: WEEK:	E: /WK: INVT:
T : END	DATE
: START	: DATE
RATE	
: LGTH : SEC :	
TIME PERIOD	
:LINE#:REP :CD:	: :LINE#: :

	:SPTS:			0
)				ī
	INVT:		•	SAT
	: /WK: INVT		•	0
	: DATE			8/12
	DATE	m	•	8/12
	**	T# = 803		α
		AGENCY EST#	•	\$75.00
)	••	d,		
	**	E = 62	æ ''	30
	••	ADVERTISER CODE	■ FRODUCT CODE	700P-1000P
)	: #3	AGENCY	AGENCY.	s 7(
. (()	:LINE#:			8 2

THANKS, DENICE PROGRAM: LBS:FOREVER YOUNG/DATELINE SAT NIGORD COM1: LUR NEEDS TO BE LOWERED. PLEASE CONFIRM. PART OF A MAKEGOOD MADE UP OF LINES 79-82 REP: TEL# 703-528-9387

*** WSFA-TV 703-516-9680 * * CHANGES * * FROM REP FAX# RISK !!! REPORT F CREDIT AGENCY CREDIT ADVISORY: ORDER WORKSHEET 1778288 \$ \$ \$ TRF# MOD# 4: UNAPPROVED REV #1 HEADLINE# 8709730

REP \$\$\$

* + 5

: TOTL:	
DAYS	T
WEEK :	SAT
END :SPTS: DATE : /WK:	Н
END DATE	8/12
START	8/12
	ω
RATE	\$75.00
SEC :	
LGTH :	30
TIME PERIOD	700P-1000P
:D:	
: CD: E#:	ď
:REP ::LINE#:	0 6
:LINE#:REP	

WE ARE WORKING PLEASE CONFIRM ASAP! AMERICA'S GOT TALENT NA DUE TO PROGRAM CHANGE. PROGRAM : ORD COM1:

SAT

Z O

SPOT/WK Н ORD COM2: LOG TODAY. THANKS, DENICE THIS IS A MAKE-GOOD FOR AUG12 ON LINE-82 FOR STATION MAKEGOOD OFFERS:

PLS ADVISE (AUG10/17) \$75.00 (AUG \$75.00 PLS WE ARE WORKING ON 30S 30S PLEASE CONFIRM ASAP! AUG12 AUG12 THANKS, DENICE CMT:NA DUE TO PROGRAM CHANGE CMT:LOG TODAY. THANKS, DENIC MISSED: SAT/700P-1000P OFFER: SAT/700P-1000P BUY#82 OK'D

11118.00 TOTAL TOTAL CONTRACT 11118.00 AUG/17

% WIYC 0 WBMM % CABL WCOV 12% 3.1% 0.8% WAKA EAKA % % O 0 WNCF ESFA 49% WSFA \$21,628 TOTALS MARKET

SHARES ACCURATE

DEMOS- RA35+* SVC- NSI

N-PROGRAM NAME M-MAKEGOOD L-LENGTH DE-DELETE E-EFF DATES C-CANCELLED B-BUY TYPE A-ADD MOD CODE

*-MULTIPLE

Z-COMMENTS

Y-DAYS

X-LATE

T-TIME

PER WEEK

S-SPOTS

R-RATE

Q-PAID PGM

P-CLASS, PLAN, SECT

REP HEADLINE# 8709730 \$\$\$ MOD# 4: APPROVED REV

AUG10/17 13.35 *** WSFA-TV *** FAX# 703-516-9680 REPORT FROM STATION REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET TRF# 1778288 #1 \$\$\$

ADV #	ADV. NAME POLI/L STRANGE/R/SEN/AL	/R/SEN/AL	REP.#	OFF.#	SALESMAN #
AGY #	AGY. NAME PINPOINT MEDIA		BUYER NAME	BUYER NAME DANETTE SEGROVES	VES
	1707 OSAGE STREET	EET SUITE 103	SALES PRSN WA-	A- RYAN EDDINS (H)	(H) SNI
	ALEXANDRIA, VA 22302	22302			
ORDER #	CONTRACT # 870973	709730	CLASS: NATL.	LOCAL	REGIONAL
PRDCT LUTHER	LUTHER STRANGE SENAT EST#803 COMMENTS	MENTS: (LINE, ORDER, INVOICE)	ICE)		
FLIGHT DATES	FLIGHT DATES AUG8/17 AUG15/17 WK-2				
CITY TAX	STATE TAX	CO-OP BILLING NEEDED		₽.O	DATE_AUG10/17 13.35

M6 APPROVED TTL SAME PLS CFM THANKS REP:

STA:

A CASH IN ADVANCE SCHEDULE SH SIHL **** CON CM

- IDB# 1886. - IDB# 9915283 ELECTRONIC INVOICING: SPOT DATA TV INVOICES CONTRACT SCHEDULED FOR GENERATION NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. STATION MAKEGOOD OFFERS:

\$75.00 (AUG10/17) \$75.00 PLS ADVISE WE ARE WORKING ON SAT 30s 30s PLEASE CONFIRM ASAP! AUG12 AUG12 THANKS, DENICE CMT:NA DUE TO PROGRAM CHANGE. CMT:LOG TODAY. THANKS, DENICO MISSED: SAT/700P-1000P OFFER: SAT/700P-1000P BUY#82 OK, D ω Σ

11118.00 CONTRACT TOTAL TOTAL